

Message Text

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ACTION NEA-09

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TO SECSTATE WASHDC 1661 PRIORITY

INFO AMEMBASSY BEIRUT

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UNCLAS BAGHDAD 0173

STATE FOR NEA/ARN DAVID KORN

1. EO 11652: N/A

TAGS: BEXP, IZ

SUBJEC: VISIT OF ALLIS CHALMERS CHAIRMAN DAVID SCOTT

REF: BAGHDAD 101

1. SUMMARY: DAVID SCOTT'S PROPOSED MARCH 11 VISIT TO BAGHDAD CAN BE VERY TIMELY AND EFFECTIVE IF PROPERLY STAFFED OUT IN ADVANCE. ACTION REQUESTED: STATE CONTACT SCOTT, SUGGEST HE TRY SET UP VISIT DIRECTLY WITH IRAQI AUTHORITIES. END SUMMARY.

2. PLEASE INFORM W.B. GIBSON, EXECUTIVE VICE PRESIDENT OF STANFORD RESEARCH INSTITUTE, MENLO PARK, CALIFORNIA IN REPLY HIS COMMERCIAL CABLE OF FEB 13 THAT BOTH PO AND COMATT EXPECT BE IN BAGHDAD MARCH 10-11 AND LOOK FORWARD MEETING AND BRIEFING ALLIS CHALMERS BOARD CHAIRMAN DAVID SCOTT. WILL ARRANGE TENTATIVE APPOINTMENTS WITH MINISTRY OF AGRICULTURE, SMIC AND OTHER GROUPS WITH FINAL CONFIRMATION AFTER ARRIVAL OF HARWOOD (OF SRI) AND SCOTT.

3. FYI: I WAS VISITED FEBRUARY 19 BY MR. JEAN MAUGEY, FRENCH CITIZEN, PRESIDENT OF ALLIS-CHALMERS MATERIAL HANDLING EUROPE, WHO MAKING HIS FIRST VISIT IRAQ. HE SAID

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LING EUROPE, WHO MAKING HIS FIRST VISIT IRAQ. HE SAID

DAVID SCOTT HAD VISITED OTHER PARTS OF THIS AREA WITH NAM MISSION IN APRIL AND NOW WISHED VISIT IRAQ. ALLIS-CHALMERS HAD MADE TENTATIVE DECISION TO RANK IRAN, IRAQ AND ALGERIA AS LEADING NORTH AFRICA-.MIDDLE EAST TARGET MARKETS. ADDED THAT SCOTT CLOSE PERSONAL FREND OF DAVID ROCKEFELLER OF CHASE MANHATTAN WHO RECENTLY VISITED IRAQ.

4. I BELIEVE TIMING OF SCOTT VISIT IS EXCELLENT AND TRIP CAN LEAD TO MASSIVE SALES FOR ALLIS CHALMERS PROVIDED IT PREPARED WITH AS MUCH CASE AS RECENT CHASE MANHATTAN VISIT. SHOULD BE POSSIBLE, FOR INSTANCE, TO SET UP MEETINGS WITH MINISTERS OF PLANNING, AGRICULTURE, AND INDUSTRY. BUT, FROM WHAT I HAVE HEAR SO FAR APPEARS TO BE REAL DANGER THAT ALLIS CHALMERS NOT GOING TO BE FULLY PREPARED, ESPECIAL-LY, IF IT IS COMING IN HERE FOR GENERAL SURVEY OF MARKET WITHOUT CONCRETE PROPOSALS IN HAND. END FYI.

5. ACTION REQUESTED: WOLD APPRECIAT IT IF STATE, COORDINATING WITH USDA AND USDOC AS APPROPRIATE, WOULD CONTACT SCOTT DIRECTLY AND MAKE SURE HE IS BRIEFED ON SITUATION HERE, EMPHASIZING NEED FOR LOW PROFILE ROLE OF USINT. IN LOWRIE'S ABSENCE I AM NOT SURE JUST HOW CHASE VISIT WAS SET UP BUT BELIEVEIT WAS DIRECTLY THROUGH FOREIGN MINISTRY OR POSSIBLY RAFIDAIN BANK WITHOUT REFERENCE TO USINT. MY INTUITION IS THAT SIMILAR APPROACH WOULD BE BEST APPROACH FOR SCOTT. YOU MIGHT WISE SUGGEST HE COMPARE NOTES WITH CHASE AND GO AND DO LIKEWISE, MUTATIS MUTANDIS AND TIME PERMITTING. USINT WILL, IN INTERIM, HOLD OFF IN SETTING UP APPOINTMENTS PENDING ALLIS CHALMERS DECISION ON WHETHER IT PREFERS ALTERNATIVE APROACH.

6. ALSO SUGGEST THAT WHEN GROUP COMES IT SPEND AT LEAST TWO FULL DAYS.

7. FINALLY, WOULD APPRECIATE ADVICE ON ROLE OF SRI IN VISIT.
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